



# GDEX BERHAD

## 2Q22 Investor Presentation

30 August 2022



IR Adviser



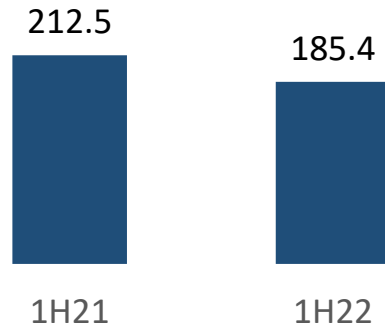


## Financial Highlights

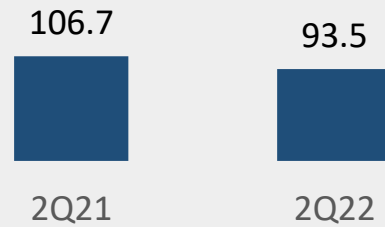
# Implementing sales retention and market share expansion strategies in Malaysia, investing into operating efficiency... healthy outlook for Vietnam and Indonesia units

## Group Revenue

RM (mil)



+1.8% qoq  
-12.3% yoy

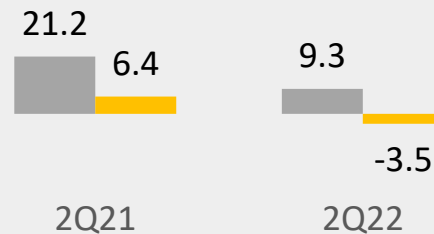
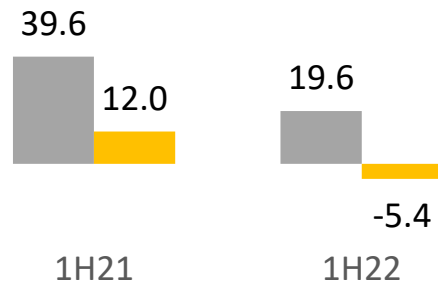


- 2Q22 revenue -12.3% yoy
  - Competitive pricing and lower volume faced by Malaysia operations
- Revenue +1.8% qoq on increased contribution from Vietnam subsidiary

## Group EBITDA & P/LATMI

RM (mil)

■ EBITDA ■ P/LATMI



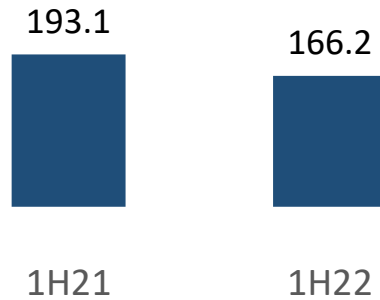
- 2Q22 loss after tax due to competitive pricing in Malaysia and higher operating costs
- Increased profit contribution from logistics segment and Vietnam subsidiary

# Express delivery faced challenging Malaysia market in 1H22... helped by growth in Vietnam operations

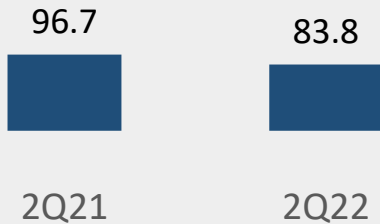
## Express Delivery

### Revenue

RM (mil)



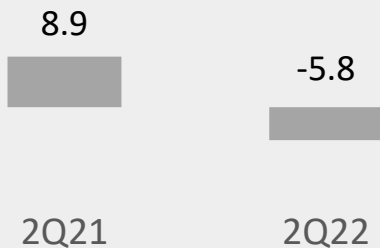
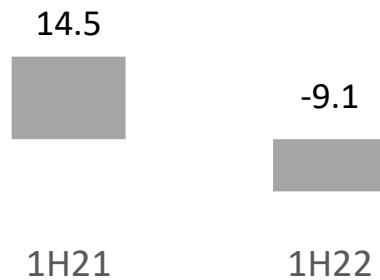
-13.3% yoy



- 2Q22 express delivery revenue -13.3% yoy
  - Competitive pricing environment in Malaysia
  - Lower express delivery volume for e-commerce customers; due to increased retail activity and reversal of work-from home trends
  - Customers in retail sector experienced lower deliveries due to effects of supply chain disruptions from China lockdowns

### Segment Profit/Loss

RM (mil)



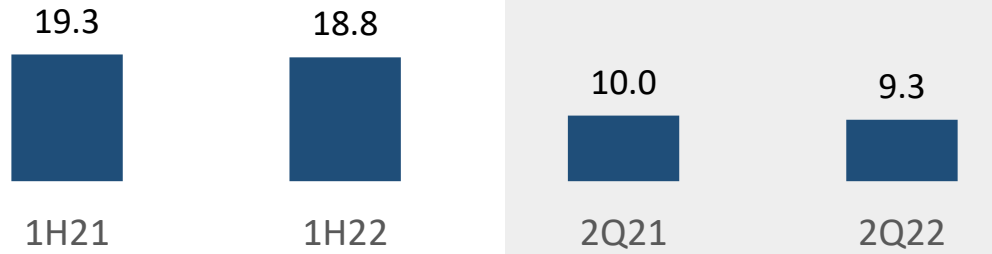
- 2Q22 segment loss due to strong competition in Malaysia and higher operating costs

# Logistics services continue to sustain revenue in 1H22... temporary volume weakness in Q2

## Logistics

### Revenue

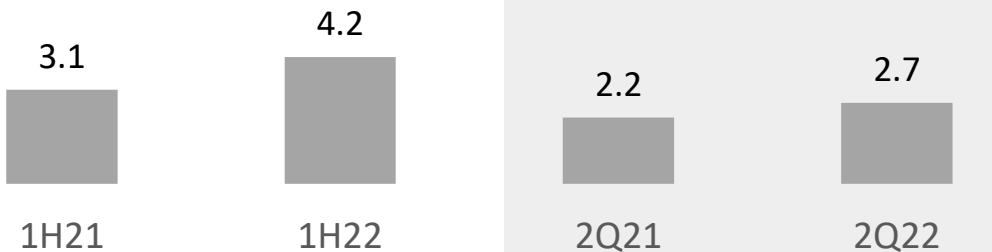
RM (mil)



- 2Q22 logistics revenue -6.4% yoy due to competitive environment in Malaysia

### Segment Profit

RM (mil)



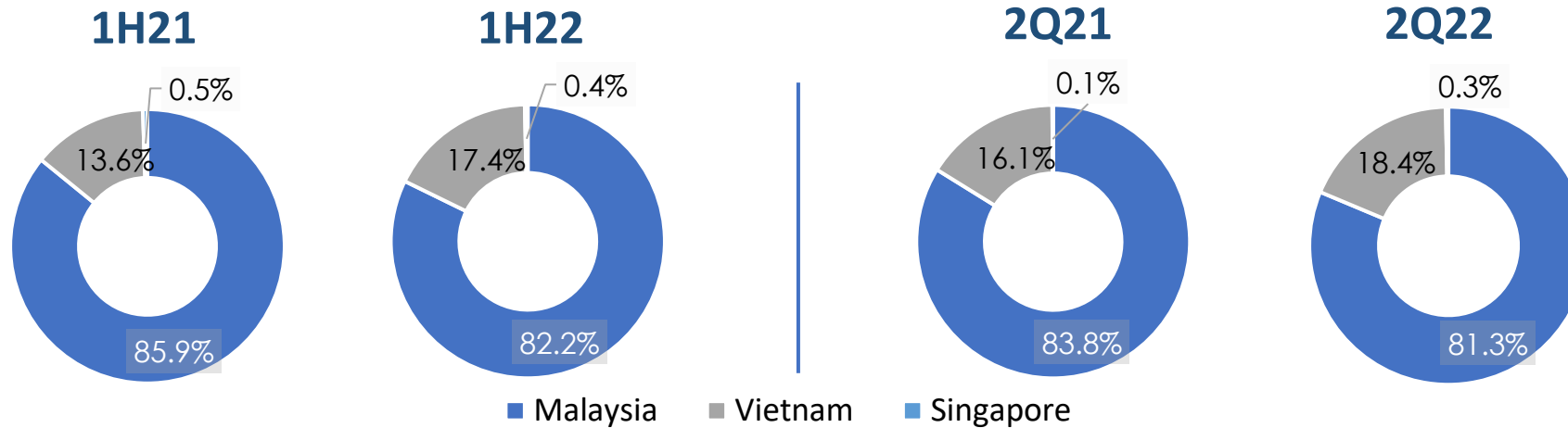
- 2Q22 segment profit included gain on modification of lease properties
- Experienced temporary weakness in volume



# Vietnam and Indonesia operations seeing revenue growth on recovering economies...

## Revenue by Country

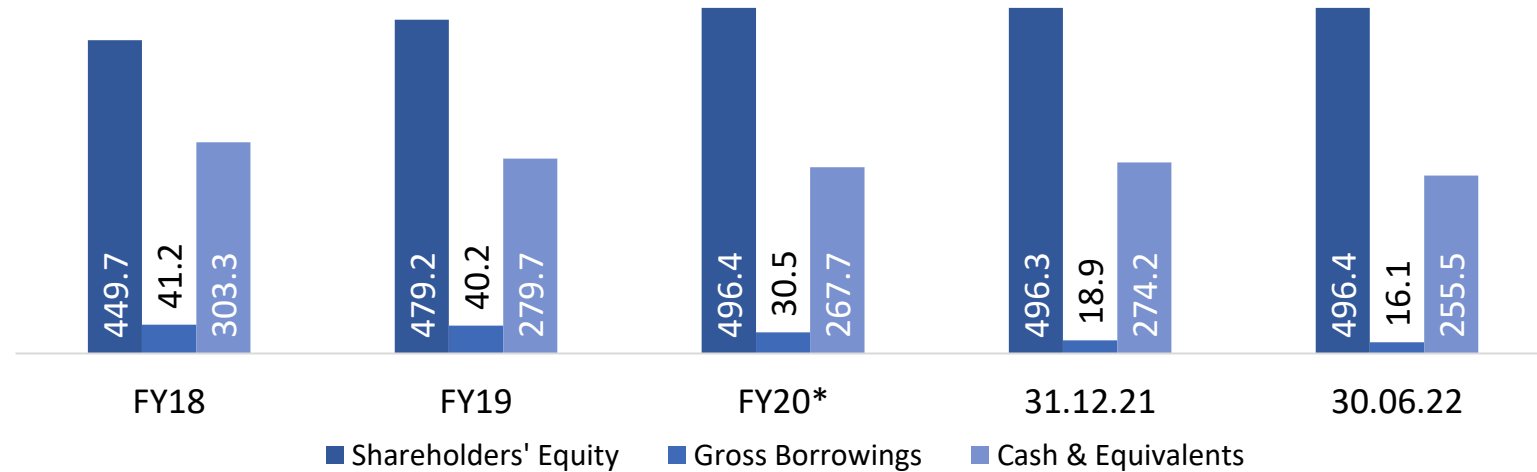
RM (mil)



| Revenue by Country                 | 1H21         | 1H22         | YoY           | 2Q21         | 2Q22        | YoY           |
|------------------------------------|--------------|--------------|---------------|--------------|-------------|---------------|
|                                    | RM 'mil      | RM 'mil      |               | RM 'mil      | RM 'mil     |               |
| Malaysia                           | 182.5        | 152.5        | -16.4%        | 89.6         | 76.1        | -15.1%        |
| Vietnam                            | 28.8         | 32.3         | 11.9%         | 16.5         | 17.2        | 4.4%          |
| Singapore                          | 1.2          | 0.7          | -43.2%        | 0.6          | 0.3         | -51.6%        |
| <b>Total (Reported)</b>            | <b>212.5</b> | <b>185.4</b> | <b>-12.7%</b> | <b>106.7</b> | <b>93.5</b> | <b>-12.3%</b> |
| Indonesia (associate) <sup>a</sup> | 80.3         | 87.2         | 8.6%          | -            | -           | -             |

<sup>a</sup> Figures denoted in MYR after conversion from IDR (100 MYR = 338,053 IDR)

# Robust balance sheet with net cash position... well-positioned for organic and M&A growth strategies in the Asean region



|                             | FY18     | FY19     | FY20*    | As at 31.12.21 | As at 30.6.22 |
|-----------------------------|----------|----------|----------|----------------|---------------|
|                             | RM 'mil  | RM 'mil  | RM 'mil  | RM 'mil        | RM 'mil       |
| Property, Plant & Equipment | 85.9     | 108.6    | 114.1    | 121.9          | 121.8         |
| Right of Use Assets         | -        | -        | 97.0     | 85.4           | 80.6          |
| Investment in Associates    | 5.7      | 29.0     | 35.0     | 41.4           | 42.6          |
| Current Assets              | 376.3    | 374.8    | 386.5    | 381.8          | 366.6         |
| Current Liabilities         | 37.0     | 49.4     | 81.5     | 76.3           | 71.4          |
| Non-current Liabilities     | 31.3     | 27.1     | 78.1     | 65.2           | 60.9          |
| Shareholders' Equity        | 449.7    | 479.2    | 496.4    | 496.3          | 496.4         |
| Net Gearing                 | Net Cash | Net Cash | Net Cash | Net Cash       | Net Cash      |

\*FY20 and prior years ended 30 June



## **GDEX 2.0**

### **A New Era of Growth**



# Converging forces and rapid technological disruption shaping businesses of the future.. GDEX 2.0 strategy to transform Group into Southeast Asia's preferred logistics ecosystem

## GDEX 2.0

- Transformation towards platform-based ecosystem
- Deploying new products and solutions that leverage on existing digital infrastructure
- Investing via M&A in companies and services that complete the value chain
- GDEX aims to become Southeast Asia's preferred logistics ecosystem



## Last Mile Convergence Ecosystem

### Infrastructure & Real Assets

- Vehicles
- Warehouses
- Sorting Hubs
- Land

### Financial Services

- Mobile & e-payment solutions
- Cross Border Remittance
- Financing

### Logistics Services

- Express services
- Warehouse fulfillment
- **Last-mile cold chain**
- Forwarding
- Customs clearance

### Insurance Services

- **Business insurance**
- Cargo insurance
- Product insurance
- Projects insurance
- Health insurance

### Technology Services

- Digital Platforms
- E-commerce solutions
- **Integrated supply chain**
- **Consulting**
- Data Analytics

### Distribution Services

- Consumer goods
- Food & supplements
- Home appliances
- Fashion & apparel

*And many more...*

# Growth strategies include increased digital integration across Southeast Asia operations...

1

Technology and digital solutions the way forward.  
We **invest in technology companies that complement our digital offerings and ecosystem.**

2

Expanding GDEX 2.0 ecosystem of **converged solutions and services that are customer-centric and digitally-forward.**

3

Increasing presence in high-growth markets in Southeast Asia. Opportunities for **integration and building a stronger intra-ASEAN ecosystem.**



## Recent Developments

# Launching more solutions and services to meet wider range of business and consumer needs...



- **Launched GDEX COOL – Frozen & Chilled Delivery Service in May 2022**
- Store-to-store and direct-to-home deliveries of fresh & climate sensitive foods
- Tracking of delivery journey and status to ensure highest quality
- Expanding service coverage currently include Klang Valley, Johor, and Penang





- Launched Insubee in June 2022, an online insurance platform offering **bite-sized and customizable** insurance for business needs
- Collaborating with several major insurance companies
- Targeting SME segment with affordable premiums



# Expanding range of one-stop solutions... helping businesses grow their brand presence



- Started GDEX Advertising Campaign in June 2022
- Partnership with brand owner for product advertising and marketing campaign
- Increases brand trust and presence of customers as well as GDEX

# Increasing collaboration with strategic partners with ASEAN focus... combined experience towards building a more resilient regional ecosystem

## 2022 Corporate Visits



Visit to Yamato Singapore  
warehouse and fulfillment centre



Visit to GDEX  
warehouse by Yamato Singapore



Visit to Singpost  
fulfillment centre, Singapore



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IR Adviser







## APPENDIX

# Leading home-grown express delivery services provider with growing Southeast Asia presence...

Established in 1997, **GDEX Berhad** is a leading domestic and international express delivery services provider in Malaysia. GDEX also has increasing presence in Southeast Asia, with operations in Singapore, Indonesia, and Vietnam.

Our comprehensive solutions include:

- Next day express courier service
- Customized delivery solutions
- International shipping
- Digitized shipping platform
- Warehouse fulfilment



| Major shareholders               | Shareholding % |
|----------------------------------|----------------|
| Teong Teck Lean (since 2000)     | 39.45%         |
| Yamato Group, Japan (since 2016) | 23.1%          |
| Singapore Post (since 2011)      | 12.2%          |

Presence in  
**4**  
SEA Countries

More than  
**10,600**  
Employees

More than  
**6,000**  
Vehicles

Data as of December 2021



# GDEX gaining prominence as trusted regional logistics and express services provider... aiming to further expand Group's Southeast Asian network

## Malaysia

Extensive network of 1,300 locations in all states across Malaysia

- >4,300 employees
- 1,400 trucks
- 425,000 sq ft warehouse capacity

## Singapore

Maintain a presence to service our Malaysia-based customers who have establishments in Singapore

- 28 employees
- 4 trucks

## Vietnam (50% stake in Netco)

Prominent brand name trusted by leading MNC & local companies; providing domestic and international express services, COD, & warehousing services

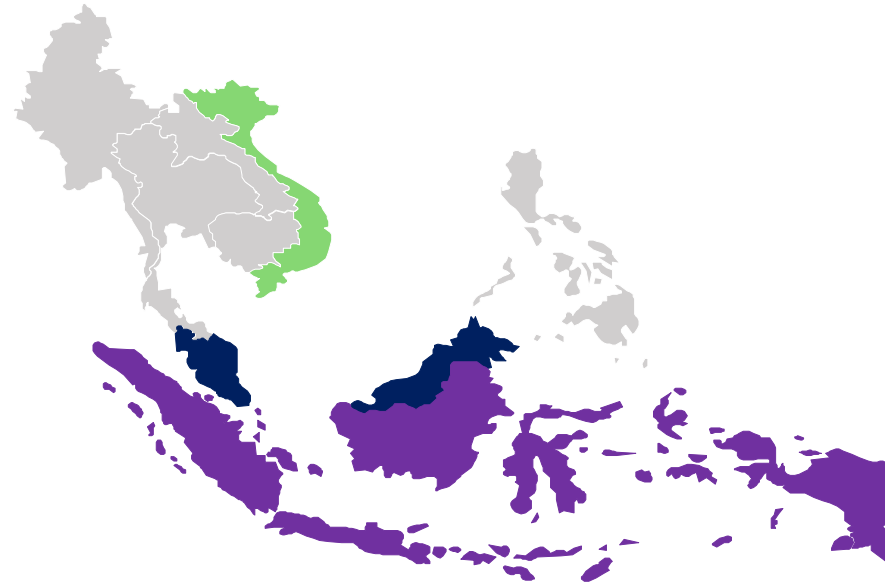
- 1,000 employees
- 167 vehicles
- 47 locations



## Indonesia (44.5% stake in SAP Express)

7,200 locations covering all destinations in Indonesia

- > 5,300 employees
- 380 trucks
- 4,160 bikes



# Technology infrastructure the backbone of growth and efficiency... robust platforms enable rapid rollout and scalability of new products and solutions

## DIGITAL PLATFORMS

### myGDEX Retail Cash Portal



### myGDEX Prime Account Portal



### myGDEX Plus Reseller Portal



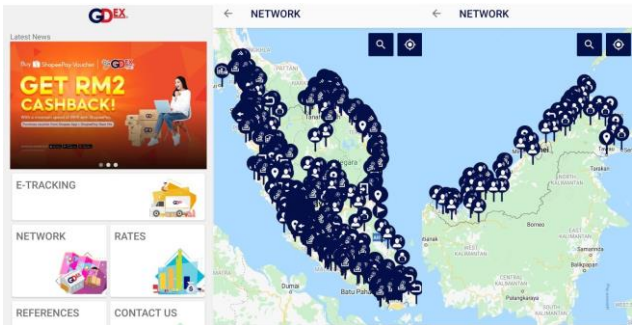
### e-Invoice for Account Customers



### Beeline social commerce platform



## CONVENIENCE AT FINGERTIPS



Mobile Apps for Customers  
(for both iOS and Android)

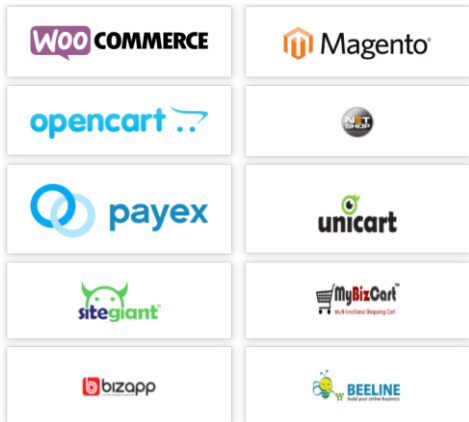
e-wallet payment acceptance

Mobile Apps for Courier  
(Dashboard & Scan Module)

## E-COMMERCE INTEGRATION

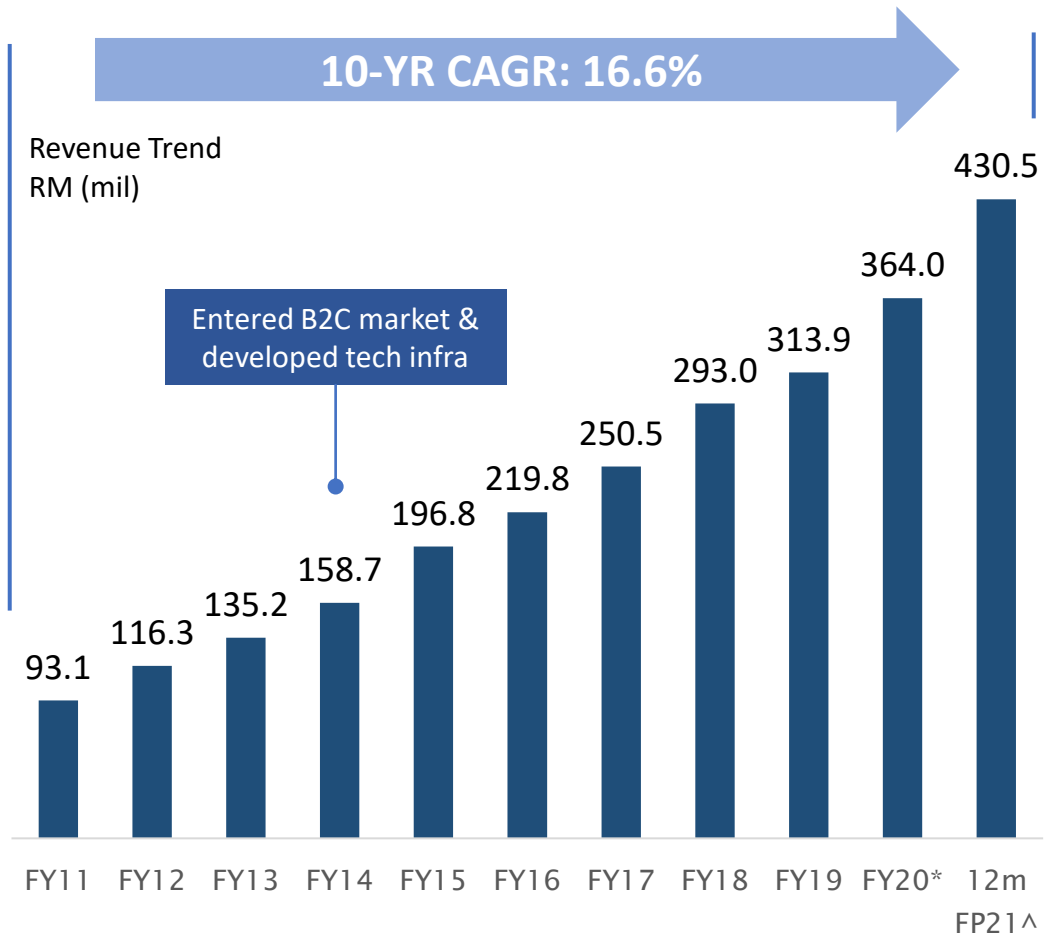


*Seamless Integration with  
your online store.  
Delivering your orders  
made easy, with myGDEX*

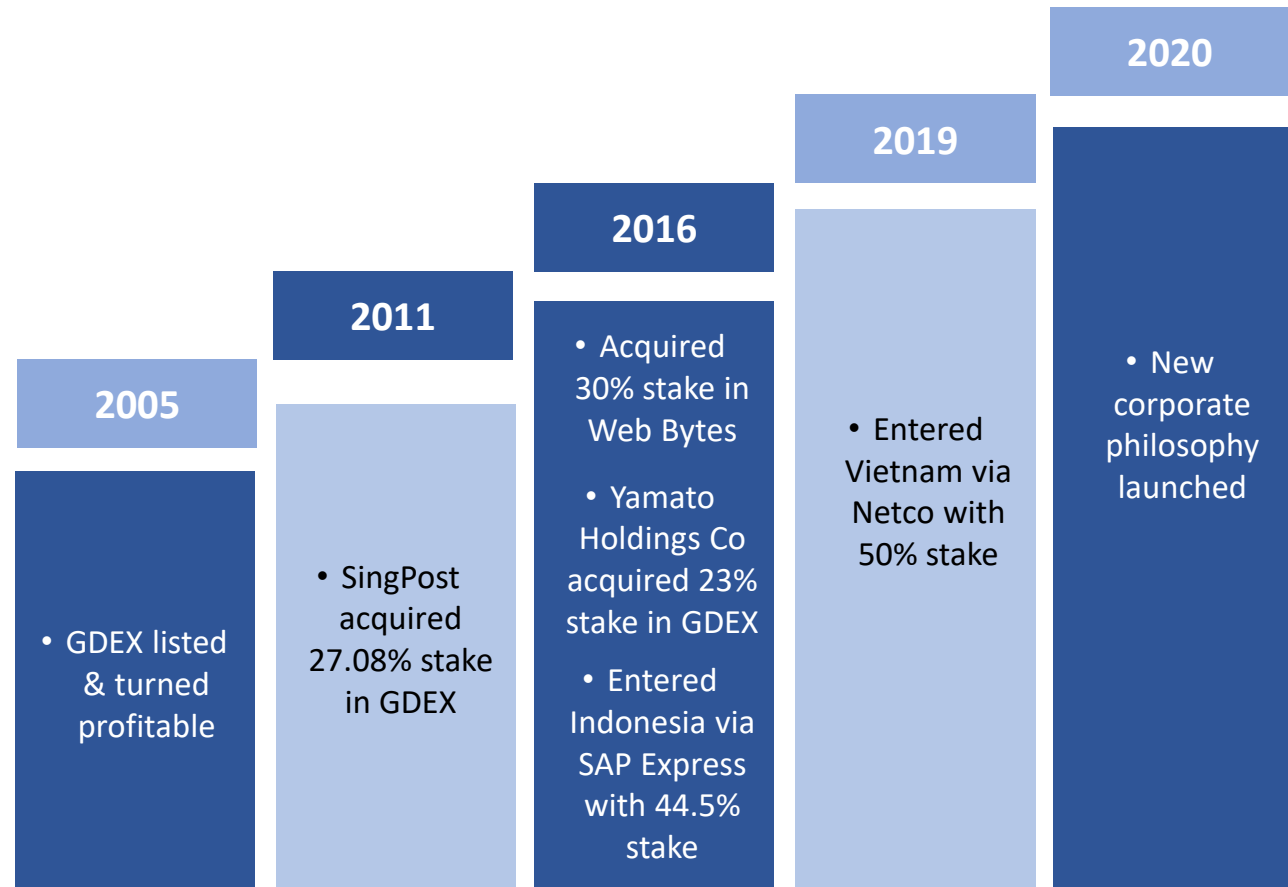


# Proven track record of rapid organic growth and integration of strategic acquisitions...

## Over 10 years of continuous revenue growth



## Key milestones/strategic acquisitions



\*FY20 and prior years ended 30 June

^12m FP21 ended 30 June 2021, while 18-month financial period ended 31 December 2021

# Strong core competencies gained over the years to become leader in last-mile deliveries with technology focus... GDEX skillset transferable to converging sectors in era of digital disruption

